

## Manager Business Development

### Job Brief

We are looking for a dynamic individual as our Manager – Business Development who will assist the Head of Marketing in all our Business Development and marketing activities Which will also include special projects of Sri Lanka Cricket.

### Key responsibilities

- Design and implement a strategic sales plan that expands revenue generation for Sri Lanka Cricket
- Develop international and local business for Sri Lanka Cricket by identifying emerging markets/sponsorship opportunities while being fully aware of the requirements of the organization
- Ensure growth and revenue targets are achieved as planned, while driving the sales process from plan to close
- Build and promote strong, long-lasting business relationships with sponsors and other relevant stakeholders by partnering with them and understanding their needs well.
- Work efficiently with internal stakeholders in managing and delivering results especially related sponsor management
- Management of all sponsors and be responsible to be on official duty at all match venues (including pre visits to match venues) for sponsor related activities in relation to tournament/tours
- Handle back office /administrative work related to sponsorships, events, projects etc., while monitoring of sponsor requirements and their obligations and all other related activities
- Follow-up and complete all related documentation and settlements within required timelines
- Handle other special projects assigned by the management

### Requirements

- Professional qualification in Marketing /Sales from a recognized institution
- Successful previous experience in sales, and at least three years of professional experience in a similar capacity
- Experience in marketing/branding would be an added advantage
- Demonstrated ability to communicate, present and influence credibly at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and accumen
- Excellent command of English and Sinhala languages
- Being an excellent team player, good interpersonal skills that comes with a with great work attitude is a must
- Project management and good negotiation skill is a definite advantage
- Good Analytical skills and IT literacy is a prerequisite

If you are a team player with the drive and initiative to perform with minimum supervision and willingness to work in a team oriented environment, you could be the person we are looking for;

Attractive and negotiable remuneration packages with other fringe benefits and excellent career prospects await the selected candidates.

All applicants should forward their applications to [vacancies@srilankacricket.lk](mailto:vacancies@srilankacricket.lk) along with the names of two non-related referees within 7 days of this advertisement.